

## Message Text

UNCLASSIFIED

PAGE 01 BAGHDA 00167 211054Z

17

ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 /017 W

----- 126560

R 191230Z FEB 75

FM USINT BAGHDAD

TO SECSTATE WASHDC 1656

UNCLAS BAGHDAD 0167

E.O. 11652: N/A

TAGS: BEXP, IZ

SUBJ: WAREHOUSE PROJECT: VISIT OF MULTICON EXECUTIVE

REF: (A) STATE 025034; (B) BAGHDAD 91

1. JABIR HUSSEON DAOUD, DG OF GENERAL CONSTRUCTION MATERIALS COMPANY, TOLD USINT HE SENT PETER SCHAEFER OF MULTICON A CABLE FEBRUARY 11 INVITING HIM TO COME TO BAGHDAD, THE SUPREME COMPLIMENY ANY GOI COMMERICAL ORGANIZATION CAN PAY (SHORT OF SIGNING A CONTRACT). USINT HAS NOTHING TO ADD TO REF (B).

2. FYI: HE WHO EXPECTS UNDERSTAFFED, OVERWORKED GOI COMPANIES PROVIDE MORE THAN BAREST SKETCH OF A PROJECT PRIOR TO FACE-TO-FACE MEETINGS HAS NOT YET CAUGHT ON TO BAGHDAD'S BOOMTOWN MODUS OPERANDI. COPING WITH LOCAL REALITIES REQUIRES OF U.S. COMPANIES NIMBLENESS, IMAGINATION AND WILLINGESS TO GAMBLE ON RESULTS OF DOING BUSINESS ON THE CUSTOMER'S TERMS: MOST IMPORTANT OF WHICH IS COME TO BAGHDAD IN ORDER SIT DOWN, LISTEN, SWAP IDEAS AND THEN GO HOME AND DO PAPER WORK.  
KILLOUGH

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 19 FEB 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975BAGHDA00167  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750062-0404  
**From:** BAGHDAD  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750233/aaaabdm.tel  
**Line Count:** 47  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 1  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 STATE 025034, 75 BAGHDAD 91  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ElyME  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 12 MAY 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <12 MAY 2003 by BrownAM>; APPROVED <14 JAN 2004 by ElyME>  
**Review Markings:**

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**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** WAREHOUSE PROJECT: VISIT OF MULTICON EXECUTIVE  
**TAGS:** BEXP, IZ  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006